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Salesforce Sales-Cloud-Consultant Exam is intended for professionals who have experience working with Salesforce Sales Cloud and are familiar with its various features. Sales-Cloud-Consultant exam tests the candidate's knowledge of Salesforce Sales Cloud functionality and best practices for implementing and configuring it. Sales-Cloud-Consultant Exam consists of 60 multiple-choice questions and lasts for 105 minutes. The passing score for the exam is 67%.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q179-Q184):

NEW QUESTION # 179

A consultant is initiating a Sales Cloud project for Cloud Kicks.

Which essential action should the consultant prioritize to ensure successful implementation and adoption?

- A. Develop Quality Assurance (QA) testing scripts.

- B. Design end user training plan.
- C. Set project milestones and establish key performance indicators (KPIs).

Answer: C

Explanation:

Setting project milestones and establishing key performance indicators (KPIs) is crucial for ensuring successful implementation and adoption of a Sales Cloud project. This approach provides a clear roadmap for the project, helps in tracking progress, ensures accountability, and measures success against defined objectives. Milestones and KPIs guide the project team and stakeholders through the implementation process, ensuring that each phase is completed as planned and that the project's goals are met.

References:

- * Project Management for Salesforce Implementations
- * Defining and Measuring KPIs

NEW QUESTION # 180

Cloud Kicks is expanding to international markets, but some products are not visible in the international price book. Which two steps should be taken? Choose 2 answers

- A. Activate the price book
- B. Check that the products have a SO list price
- C. Check to ensure the products have been added to the price book.
- D. Activate the products in the price book.
- E. Check that the products have a standard price in the list price field.

Answer: C,D

NEW QUESTION # 181

A customer notices a large increase in leads created overnight which exceed the daily limits. Upon examination, the leads appear to be created by bots. The Customer uses a standard web-to-lead form without safeguards in place to limit spam on forms. What should the consultant recommend as the first line of defense before republishing the form?

- A. Use a custom Web-to-Lead alternative with built-in protection.
- B. Use an AppExchange package to add a honeypot field.
- C. Engage the web services team to write custom CSS for the form.
- D. Select Require reCAPTCHA Verification in Web-to-Lead settings

Answer: D

NEW QUESTION # 182

Assuming a private sharing model for opportunities, what would you recommend to make it easier to work with sales operations and marketing when trying to close a deal at UP?

- A. Create sales teams for specific opportunities
(Select the best 2)
- B. Create private groups for specific opportunities
- C. Create account teams for specific accounts
- D. Enable feed tracking on opportunities

Answer: A,D

NEW QUESTION # 183

Cloud Kicks wants to implement a methodology to determine which current Leads have the most in common with Leads that have successfully has been converted in the past.

How Cloud Kicks support this requirement?

- A. Create a Lead Rollup Summary Field.

- Answer: D**

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